

Sales Order

Est. 5097

Date: 9/30/16

Station:	WRMD-TV				Agency:	TARGETED PI	LATAFORM	MEDIA	
Contract Nar	ne: SEIU 1467557 e	est5097	*****	******	Address:	1291 Hollywoo	d Avenue	************	
Contract#:			14	428035924	City:	Annapolis	State: M	D	
Start Date:	10/04/16	End Date	ə:	10/10/16				Zip:	21403
Revenue Typ	oe: POLITICAL SAL	ES			Buyer:	**********			*****
NATIONAL	Tanan managan managan menganan mengan	***********	T	ype: Cash	Tax Schedule	»:			(None)
Advertiser:	SEIU-COPE				Agency Com	mission %: 15		.,	
Address:					Billing Cycle:	Standard			
City:		State:	Zip:		Salesperson:	5323nnat		Comm %:	0
Product Nam	ne: 841 ISSUE 1467	557 est5	097		Makegood Po	olicy: Within Con	tract Dates		
Estimate #:	5097								
Competitive	Code: POLITICAL								

. 1	DAT	ES	Alt	TIM	IES					DI	STRI	BUTI	ON			DATE	TO	OTALS	DTV
10	START	END	wks	START	END	LEN	М	Т	W	Т	F	SA	SU	Per Wk	D/W	RATE	SPOTS	\$\$	PTY
1	10/08/16	10/09/16		11:00 AM	1:00 PM	30						1		1	D	100.00	1	100.00	1
																Sa - Su			
2	10/07/16	10/07/16		11:30 PM	12:00 AM	30					2			2	D	100.00	2	200.00	1
Ī																F - Good	till 1am BO	XEO	
3	10/06/16	10/06/16		7:00 PM	8:00 PM	30				2				2	D	500.00	2	1,000.00	1
								neenana.								Th - LAM	A'S RED C	ARPET	
4	10/06/16	10/06/16)))	8:00 PM	11:00 PM	30				1				1	D	1,200.00	1	1,200.00	1
																Th - LAM	A'S		
5	10/04/16	10/10/16		6:00 AM	7:00 AM	30			1					1	D	100.00	1	100.00	1
													0118			Tu - F, M		90	
6	10/04/16	10/10/16		7:00 AM	10:00 AM	30				1	1			2	D	150.00	2	300.00	1
																Tu - F, M			
7	10/04/16	10/10/16		10:00 AM	10:30 AM	30		1						1	D	125.00	1	125.00	1
																Tu - F, M			
8	10/06/16	10/06/16		10:00 AM	10:30 AM	30				1				1	D	125.00	1	125.00	1
															W1100-0-0-0	Th			
9	10/04/16	10/10/16		10:30 AM	12:00 PM	30			1					1	D	125.00	1	125.00	1
																Tu - F, M			
0	10/04/16	10/10/16		12:00 PM	1:00 PM	30			1		1			2	D	200.00	2	400.00	1
																Tu - F, M			
1	10/04/16	10/10/16		1:00 PM	2:00 PM	30				1				1	D	200.00	1	200.00	1
					0.000, 10.000, 0.			De .								Tu - F, M			
2	10/04/16	10/10/16		2:00 PM	3:00 PM	30		1		1				2	D	250.00	2	500.00	1
																Tu - F, M			
3	10/04/16	10/10/16		3:00 PM	4:00 PM	30					1			1	D	250.00	1	250.00	1
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4	10/10/16	10/10/16		10:00 AM	4:00 PM	30	2							2	D	200.00	2	400.00	1
																М			
5	10/04/16	10/10/16		4:00 PM	5:00 PM	30		1						1	D	350.00	1	350.00	1
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6	10/04/16	10/10/16		5:00 PM	6:00 PM	30		1		1				2	D	375.00	2	750.00	1
																Tu - F, M			
7	10/04/16	10/10/16		4:00 PM	6:00 PM	30			1					1	D	365.00	1	365.00	1

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No	START	END	wks	START	END	LEN	М	Т	W	Т	F	SA	SU	Per Wk	D/W	RATE	SPOTS	\$\$	PTY
18	10/04/16	10/10/16		6:00 PM	6:30 PM	30		1			1			2	D	600.00	2	1,200.00	1
															-	Tu - F, M			
19	10/04/16	10/10/16		6:30 PM	7:00 PM	30				1				1	D	500.00	1	500.00	1
																Tu - F, M		***************************************	
20	10/04/16	10/10/16		6:00 PM	7:00 PM	30	1		1					2	D	550.00	2	1,100.00	1
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21	10/04/16	10/10/16		7:00 PM	8:00 PM	30		1						1	D	600.00	1	600.00	1
																Tu - F, M			
22	10/04/16	10/10/16		8:00 PM	9:00 PM	30				1	1			2	D	650.00	2	1,300.00	1
																Tu - F, M			
23	10/04/16	10/10/16		9:00 PM	10:00 PM	30			1					1	D	675.00	1	675.00	1
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24	10/04/16	10/10/16		10:00 PM	11:00 PM	30		1	1					2	D	700.00	2	1,400.00	1
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25	10/04/16	10/10/16		7:00 PM	11:00 PM	30	1							1	D	650.00	1	650.00	1
																Tu - F, M			
26	10/04/16	10/10/16		11:00 PM	11:30 PM	30		1	1					2	D	500.00	2	1,000.00	1
																Tu - F, M			
27	10/04/16	10/10/16		11:30 PM	12:00 AM	30				1				1	D	300.00	1	300.00	1
							W. 100000000.	As control control								Tu - F, M			
28	10/08/16	10/09/16		12:00 PM	6:00 PM	30						1		1	D	100.00	1	100.00	1
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29	10/08/16	10/08/16		1:30 PM	2:30 PM	30						1		1	D	100.00	1	100.00	1
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30	10/08/16	10/08/16		2:30 PM	4:30 PM	30						1		1	D	125.00	1	125.00	1
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31	10/09/16	10/09/16		12:30 PM	2:30 PM	30							1	1	D	100.00	1	100.00	1
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32	10/09/16	10/09/16		5:00 PM	5:30 PM	30							1	1	D	125.00	1	125.00	1
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Billing Projections: By Month Oct 16 15,765.00 CA 15 765 00

51 15,765.00				
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	ADJUST	TED TOTAL	\$ 15,765.00	Ò
	APPRO	VE DECLIN	NE.	
			General Manager	
			Regional Traffiic Manager	
			National Sales Manager	
			Local Sales Manager	

ORDER WORKSHEET

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	3P-4P	2P-3P	1P-2P	12P-1P	1030A-12P	10A-1030A	10A-1030A	7A-10A	6A-7A	8P-11P	7P-8P	1130P-1A	11A-1P	Time	ENT	TAMPA IIU-COP JE SANE	57
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ORDER WORKSHEET

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230P-430P	130P-230P	P-6P	1130P-12A	11P-1130P	7P-11P	109-119	9P-10P	-9P	7P-8P	6P-7P	630P-7P	6P-630P	4P-6P	49-45	4P-5P	me	RMD-TV TAMPA (SEIC) SEIU-COPE 841 - ISSUE 5097 JULIE KEANE		
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\$125.00	\$100.00	\$100.00	\$300.00	\$500.00	\$650.00	\$700.00	\$675.00	\$650.00	\$600.00	\$550.00	\$500.00	\$600.00	\$365.00	\$375.00	\$350.00	Rate	Rep Firm NBCUN Sales Office (WA) W Salesperson (HIL) W Sales Assistant JAY Salesperson Phone# Salesperson Fax#	Printed: 09/30/16 All Lines	
10/08	10/08	10/08	10/04	10/04	10/04	10/04	10/04	10/04	10/04	10/04	10/04	10/04	10/04	10/04	10/04	Da	ice (WAson (HII) istant Jason Phorson Fax#	12:3	
10/08-10/08	10/08-10/08	10/08-10/09	10/04-10/10	10/04-10/10	10/04-10/10	10/04-10/10	10/04-10/10	10/04-10/10	10/04-10/10	10/04-10/10	10/04-10/10	10/04-10/10	10/04-10/10	10/04-10/10	10/04-10/10 /5	Dates	NBCUNIVERSAL (WA) WASHINGT (HIL) WILL HILD nt JAY Phone# 20288548 Fax#	09/30/16 12:39 PM 39 PM	
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ORDER WORKSHEET

Books	Oct2016: 44/ Order Totals: 44 COMPETITIVE	SALES MONTHLY TOTALS	REPORT TOTALS	32 Su	31 Su	ļ Ÿ	Station WRMD Advertiser (SEIC Product 841 - Estimate# 5097	Rep Order# EC'd No
[null] RA35+P	44/ \$15,765.00 s: 44 / \$15,765.00 IVE	HLY TOTALS	REPORT TOTALS Report Totals: 44 / \$15,765.00	5P-530P	1230P-230P	JULIE KEANE	WRMD-TV TAMPA (SEIC) SEIU-COPE 841 - ISSÜE 5097	1467557 Ver#
	Total GRPS: 0.0			NOTICIERO TELEMUNDO	CINE DE LA TARDE	Program		-
	.0 CGAL .00%			ÐO		Flight Dates	Agency (TPME) 1291 HC ANNAP Agency C/P1/P2/E	Status Confirmed
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	WAC .00%			r		GRPs/ (000)	RM MEDIA	557 Last Received: Showing Buylines:
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	. 00%			10/09-10/09 32	10/09-10/09	Phone# 2028854861 Fax# Spo	Rep Firm NBCUNIVERSAL Sales Office (WA) WASHINGTON Salesperson (HIL) WILL HILDEBRANDT Sales Assistant JAY	09/30/16 12:39 PM :39 PM
	WRMD 100.00%			32 1	1	54861 Spots/ Week	AL IGTON LDEBRANDT	9 PM
	000%			1	н	Total		ω
				\$125.00		Total Cost		3 of 3

--- CREDIT RISK --CASH IN ADVANCE

New Order

Office: Client: Product: Agency: Washington Targeted Platform Media 841 - issue 831 - SEIU Cope

Estimate: Piggyback Product: 5097 - SEIU Cope 10.4-10.10

> Cancel Date: Order Type: Station:

WRMD Normal

Flight End: Flight Start:

Hiatus:

10/10/2016 10/04/2016

Received in ePort: 9/29/2016 10:05:01 PM

Local/National: National

Will Hildebrandt Telemundo Group (WRMD)

> Total Dollars: Non-Airtime Dollars: Interactive Dollars: Airtime Dollars:

> > \$0.00 \$0.00

\$15,765.00

\$15,765.00

Total Spots:

Rep Office:

5441931

New

Phone: ΑË

Status: OrderID:

MarketShare:

Weekly Airtime Lines

CPM: GIMP: CPP: GRP:

\$0.00

Separation: 30

\$0.00 0.00 Demo 3: Demo 2: Primary Demo:

Comments:

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XTRA	Th 10A-10:30A	TuWThFM 10A- 10:30A DECISIONES	TuVVThFM 7A-10A UN NUEVO DIA	TuWThFM 6A-7A SUELTA LA SOPA	M 8P-10P WC Qualifier TBD 11/7	Th 8P-11P Latin American Music Awards 10/6	Th 7P-8P LAMAs Red Carpet 10/6	F 11:30P-1A "Boxeo 10/7, 10/14, 10/21, 10/28"	SaSu 11A-1P PREMIERE LEAGUE SOCCER GHELGEANS MAN OLD 27776	(Program)	Daypart
	멋	DT	DT	DT	DT	DT	DT	S	S	Code	DPT
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New Order (Page 2)

Client: Cappart Capp	Targeted Platform Media Station: VMMD WMD	Targeted Platform Media Station: WRMD
Targeted Platform Media Station: WRMD 831 - SEIIU Cope 10/04/2016 Product: Code Rate CTT Code PT S200.00 C 30 DT \$200.00 C 30 DT \$200.00 C 30 DT \$250.00 C 30 DT \$365.00 C 30 DT \$40.4	New Order (Page 2)	New Order (Page 2) Station: WRMD Statio
New Order (New Order (Page Z) New Order ID: Product: 841 - issue Estimate: Flight End: 10/10/2016 Received in ePor Corr Len 10/4 Corr Len 20/5 30 1 Corr 30 1 Corr 30 2 Corr 30 2 Corr 30 2 Corr 30 1 Corr 30 2 Corr 30 3 Corr 30 3 Corr 30 3 Corr 30 4 Corr 30 5 Corr 30 6 Corr 30 7 Corr 30 7	New Order (Page 2)
Station: WRMD Product: 841 - issue Flight End: 10/10/201 Len 10/4 30 1 30 2 30 1 30 2 30 1 30 2 30 1 30 2 30 2 30 1 30 2 30 2 30 2 30 2	Station: VRMID Corder (D: Product: 841 - issue Estimate: Received in ePort	New Order (Page 2) Station: WRMD Order ID: Product: 841 - issue Estimate: Total Len 10/4 2 30 1 2 30 2 3 30 2 3 30 2 3 30 2 3 30 2 3 30 2 3 30 2 3 30 2 3 30 2 3 30 2 3 30 2 3 30 2 3 30 2 3 30 3 1 3 30 4 1 30 5 1 30 7 1 30 7 1 30 7 1 30 7 1 30 7 1 30 7 1 30 7 7 30 7 30 7 30 7 30 7 30 7 30 7 30 7 30 7 30 7 30 7 30 7 30 7 4 7 5 7 6 7 7 7 8 7 9 9 1
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New Order (Station: WRMD Product: 841 - issu Flight End: 10/10/201	New Order (Page 2) Vermin Vermin Station: Vermin Station: Wall - issue Estimate: Flight End: 10/10/2016 Received in ePor	New Order (Page 2) Station: WRMD Order ID: Estimate: Estimate: Total Spots 1 1 1 2 1 2 1 2 1 2 1 2 2 1 2 2 1 2
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	in ePor	In ePort: Total Spots 1 2 2 1 2 2
Total Spots 5		pe 10.4-10.10 5:01 PM CPM

New Order (Page 3)

		33	32	31	30	29	28	No	Agency: Client: Flight St
		Su 5P-5:30P NOTICIERO TELEMUNDO	Su 12:30P-2:30P CINE DE LA TARDE	Sa 2:30P-4:30P LA VOZ KIDS 3 - REPEAT	Sa 1:30P-2:30P CINE DE LA TARDE	SaSu 12P-6P WEEKEND ROTATION	TUWTHFM 11:30P- 12. TELENOTICIAS PUERTO RICO	Daypart (Program)	art:
Cash\$ -		s	တ	S	S	S	E	DPT Code	Targeted PI 831 - SEIU 10/04/2016
Cash\$ - Spots: \$15,765.00 - 43		\$125.00	\$100.00	\$125.00	\$100.00	\$100.00	\$300.00	Rate	Targeted Platform Media 831 - SEIU Cope 10/04/2016
,765.00	Total	c	c	C	0	C	C	2	Media
-43 T	Total Spots:	30	30	30	30	30	30	Len	
Trade\$ - Spots: \$0.00 - 0 T	43	_	_			_	_	10/4	Station: Product: Flight End:
Total Cost: \$15,765.00									WRMD 841 - issue 10/10/2016
Total GRP - CPP: 0.0 - \$0.00 Total GIMP(000) - CPM: 0 - \$0.00									Order ID: Estimate: Received in ePort:
IP(000) - CPM: 0 - \$0.00								Spots Rtg CPP Imp CPM	5441931 5097 - SEIU Cope 10.4-10.10 Port: 9/29/2016 10:05:01 PM





POLITICAL INQUIRY RECORD: NATIONAL AND LOCAL ISSUE ADS ALL QUESTIONS MUST BE ANSWERED

*	qualified	nmunicates a political matter of national importance" by referring to (1) a legally discandidate for federal office; (2) any election to federal office; or (3) a national we issue of public importance (e.g., Affordable Care Act, IRS tax code, etc.)
		<u>OR</u>
	Ad relate importar	es to state or local issue and does <u>not</u> communicate a political matter of national nce
1.	Requested I	by (Agency name, address, phone number & contact)
	Agency Nan	ne Targeted Platform
	Contact	Meredith Kaufman
	Phone Num	ber 202-965-5060
	Address	650 Massachusetts Ave. NW Suite 210 Washington, DC 20001
2.	Name Contact	Advertiser/sponsor name, address, phone number & contact): SEIU Cope Norm Greene per 202 730 7000 1800 Massachusetts Ave. NW Washington DC 20036
3. 4.	Date of requ	
	Telemundo	
5.	Details:	

6. If ad refers to federal candidate(s) or federal election, list:

Catherine Cortez Masto, Joe Heck NV Senate

Names(s) of candidate(s) referred to, office being sought and date of election:





POLITICAL INQUIRY RECORD: NATIONAL AND LOCAL ISSUE ADS ALL QUESTIONS MUST BE ANSWERED

7.	If ad refers to a national legislative issue, identify: Senate
8.	List sponsor's chief executive officers, members of executive committee or board of directors:
	Norm Green, Gerry Hudson,
9.	Date and nature of follow-ups, if any:
10.	Disposition:
	O Accepted – see attached contract details O Rejected – provide reason:
Ad	ditional Information:

AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and	Location:			Date: 9/29/16	6
	ed Platforr	ACRES CONTRACTOR SERVICES	THE OWNER WAS DESIGNATED BY AND ADDRESS OF THE PARTY.	sue:	
		SEIU	Cope		GHE JACKS
Broadcast Length	Time of Day,	Days	Class	Times per Week	Number of Weeks

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
A		$\bigcirc R$	DE	RE	

This broadcast time will be used by:	SEIU	Cope

THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT "COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE." FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or i relating to any political matter	
Yes	□ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Campaign Name: SEIU Cope General Election: November 8th, 2016

I represent that the payment for the above described broadcast time has been furnished by (name and address):

SEIU Cope 1800 Massachusetts Ave. NW Washington, DC 20036

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Treasurer: Gerry Hudson Contact: Norm Greene

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least before the time of the scheduled broadcasts.					
TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)					
September 29th, 2016	the Diel	(202) 965-5060			
Date	Signature	Contact Phone Number			
TO BE SIGNED BY STATION REPRESENTATIVE					
☐ Accepted	d □ Accepted in Part	□ Rejected			
Signature	Printed Name	Title			